

# **EXHIBIT A**

1 Q Okay. And how would you describe the credit markets today?

2 A The level of uncertainty and the instability, it is in a  
3 situation that I've never witnessed it. You can have a  
4 commitment one day and it goes away the next. People don't ask  
5 about pricing anymore. The key is just getting a deal approved  
6 and that's a monumental task these days.

7 Q So would you say it's a difficult setting for a borrower  
8 these days?

9 A That's putting it mildly, yes.

10 Q Okay. So the lenders that you did approach, were they  
11 folks that you would characterize as regular participants in  
12 the DIP financing market?

13 A I would not only characterize them as normal participants  
14 but one of the -- some of the few remaining participants in  
15 this market right now.

16 Q And walk us through what -- what you found as a result of  
17 these calls with potential alternative lenders.

18 A I approached probably the four largest lending institutions  
19 that we have done business with in the past, ones that I have  
20 experience in providing DIP facilities. With regard to the  
21 revolver, the \$60 million revolver which is somewhat of an  
22 attractive facility to a lender post-petition, it's one of the  
23 more secure facilities, the pricing that I was told that I  
24 could expect was Libor plus 2.75 to 4 -- 400.

25 And right now, the bank -- the CIT facility is

## **EXHIBIT B**

1 the company, which is while the term loan would be  
2 collateralized by the fixed assets, I had no free cash flow to  
3 support or to service that loan. That turned off two of the  
4 banks completely.

5 Their policy was they would not fund into a situation  
6 where they couldn't show positive cash flow because our DIP  
7 model basically shows that the term loan is funding the losses  
8 for the next 13 weeks. The banks that said well, if we got out  
9 hands around the credit and we could talk to the revolver bank  
10 and if we provided that, their pricing was more like Libor plus  
11 four-and-a-half to five. In this case, the pricing for the  
12 term loan is prime plus six.

13 So, it's a little in the high range but basically  
14 right there with what I was hearing from the other banks. The  
15 fees were two to three points on the term loan and in the case  
16 of our term loan, it's one-and-a-half percent on the total  
17 facility of \$85 million. The collateral fees and the agent  
18 fees are 40,000 respectfully a month and that's about what the  
19 market is charging now to monitor a company this size with the  
20 collateral package that we have. So I quickly concluded and  
21 reported back to you that not only is this a competitive  
22 package, it's under market right now, particularly for the  
23 revolver.

24 And from a credit point of view and given the  
25 company's credit situation as we stand now in a cash-negative